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The College Placement Council 62 Highland Avenue / Bethlehem, PA 18017

The national association for career planning, placement, and recruitment

CPC Salary Survey

REGIONAL Interim Report No. 2, March 1985

MIDWESTERN REGION (MCPA)

University of Akron
Case Western Reserve University
University of Chicago - Graduate School of Business
Cleveland State University
University of Detroit
Illinois Institute of Technology
University of Illinois at Chicago
University of Illinois - Commerce and Business
University of Illinois - College of Engineering
Indiana University
Iowa State University - Engineering
Iowa State University - Sciences and Humanities
University of Iowa
University of Iowa - Engineering
University of Kansas - College of Arts
University of Kansas - College of Business
University of Kansas - College of Engineering
Michigan State University
Michigan Technological University
University of Michigan - Ann Arbor-College of Engineering
University of Michigan - Ann Arbor-Graduate School of Business
University of Michigan - Dearborn
University of Minnesota - School of Management
University of Missouri - Columbia-College of Engineering
University of Missouri - Rolla
University of Missouri - St. Louis
University of North Dakota
Northwestern University
Northwestern University - Kellogg Graduate School
Ohio State University - College of Administrative Science
Ohio State University - College of Arts and Science
Ohio State University - College of Engineering
Ohio University
Purdue University
Southern Illinois University - Carbondale
Southern Illinois University - Edwardsville
University of Toledo
Wayne State University
University of Wisconsin - Madison-College of Agriculture
University of Wisconsin - Madison-College of Arts
University of Wisconsin - Madison-College of Business
University of Wisconsin - Madison-College of Engineering

The 187 placement offices at the 163 colleges and universities that participate in the *Salary Survey* are divided into seven geographic regions. The placement offices listed above comprise the Midwestern region.

The data are based on salary offers made to students graduating between September 1, 1984, and August 31, 1985. Tables on pages 2 through 5 list data on both regional and national levels for the interim period (February 2 through March 1) and cumulatively (September 1 through March 1). The block tables contain data for the interim period only.

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(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/2/85 THROUGH 3/1/85							CUMULATIVE PERIOD 9/1/84 THROUGH 3/1/85						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	371	846	$1677	$1693	$1791	$1667	$1600	1271	3269	$1665	$1676	$1750	$1667	$1575
Business—General (incl. Mgmt.)	115	308	1607	1626	1935	1583	1250	354	1081	1593	1593	2000	1583	1250
Marketing & Distribution	50	112	1571	1539	1900	1542	1250	245	583	1533	1533	1875	1500	1208
HUMANITIES & SOCIAL SCIENCES														
Humanities	23	57	1580	1544	2000	1625	1000	96	246	1363	1388	2000	1265	800
Economics[2]	18	49	2075	1839	*	*	*	45	130	1647	1609	2160	1650	900
Other Social Sciences	14	77	1696	1475	*	*	*	67	314	1435	1381	2100	1408	850
ENGINEERING														
Aeronautical	48	76	2225	2228	2448	2340	1500	96	192	2226	2204	2417	2250	1931
Chemical	113	284	2415	2402	2525	2425	2300	297	724	2378	2374	2500	2417	2250
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	24	97	2025	2051	2300	1963	1668	148	395	1928	1968	2300	1920	1635
Electrical (incl. Computer Engrg.)	456	1094	2334	2297	2508	2362	2160	1404	3416	2304	2258	2483	2333	2125
Geological	3	10	2080	2118	*	*	*	12	28	2263	2243	*	*	*
Industrial	60	133	2240	2214	2383	2275	2100	237	435	2191	2174	2416	2250	1917
Mechanical	207	574	2324	2273	2500	2375	2125	752	1873	2294	2240	2500	2325	2085
Metallurgical (incl. Metallurgy & Ceramic Engrg.)	19	29	2349	2330	*	*	*	60	96	2307	2278	2450	2300	2145
Mining	+	4	+	2042				5	15	2158	2085	*	*	*
Nuclear (incl. Engrg. Physics)	3	9	2311	2357	*	*	*	18	36	2295	2264	*	*	*
Petroleum	3	24	2508	2537	*	*	*	25	186	2652	2660	2875	2775	2300
Engineering Technology	9	62	2131	2130	*	*	*	46	289	2216	2136	2500	2200	1906
SCIENCES														
Agricultural Sciences	3	21	1333	1431	*	*	*	22	83	1387	1437	1669	1450	1100
Biological Sciences	+	8	+	1311				13	40	1597	1435	*	*	*
Chemistry	13	22	1783	1757	*	*	*	33	58	1810	1813	2100	1900	1440
Computer Science	123	353	2084	2073	2333	2130	1667	442	1250	2033	2051	2333	2083	1666
Health (Medical) Professions	4	15	1704	1564	*	*	*	68	91	1892	1819	2350	1813	1500
Mathematics	6	45	1983	1984	*	*	*	16	99	1908	1990	*	*	*
Other Physical & Earth Sciences	4	23	1887	1861	*	*	*	10	66	1838	1824	*	*	*
Totals	1689	4332						5782	14995					

[1] Percentiles are computed on regional data.
[2] Includes economics programs with both business and social science orientation.
* Not computed for fewer than 20 offers.
+ No offers reported.

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/2/85 THROUGH 3/1/85							CUMULATIVE PERIOD 9/1/84 THROUGH 3/1/85						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
Accounting/Auditing	406	923	$1707	$1706	$1875	$1667	$1600	1319	3416	$1678	$1681	$1800	$1667	$1583
Business Administration	49	136	1637	1620	1950	1625	1250	222	656	1568	1569	1917	1588	1166
Communications	3	23	2228	2051	*	*	*	30	133	1235	1439	2125	1020	750
Community & Service Orgs. Work	2	20	1760	1316	*	*	*	22	61	1515	1370	2500	1435	870
EDP-Programming/Systems	136	413	2094	2079	2358	2132	1675	465	1393	2055	2066	2350	2100	1675
Engineering	887	2212	2324	2289	2500	2362	2125	2929	7157	2285	2253	2490	2325	2049
Farm & Natural Resources Mgmt.	2	7	1271	1490	*	*	*	15	37	1293	1443	*	*	*
Finance & Economics	21	64	1730	1677	1958	1800	1166	72	271	1673	1628	2000	1738	1166
Health (Medical) Services	3	17	1755	1426	*	*	*	72	108	1873	1730	2333	1771	1500
Manufacturing &/or Industrial Oprs.	32	73	2047	2056	2458	2027	1600	92	218	2057	2052	2425	2129	1600
Mathematics/Statistics	4	19	2024	1949	*	*	*	10	39	2091	1959	*	*	*
Merchandising/Sales Promotion	53	112	1448	1448	1775	1417	1167	204	530	1465	1431	1788	1500	1166
Personnel/Employee Relations	5	41	1587	1921	*	*	*	15	75	1562	1772	*	*	*
Research—Non-Scientific	7	19	1897	1960	*	*	*	13	55	1853	1887	*	*	*
Research—Scientific	15	54	1877	1921	*	*	*	49	160	1831	1944	2375	1900	1250
Rotational Training—Non-Technical	11	44	1561	1469	*	*	*	38	128	1394	1471	1800	1396	1125
Rotational Training—Technical	12	25	2240	2069	*	*	*	23	51	2101	2029	2435	2326	1333
Sales—Non-Technical Degree	40	99	1634	1638	1950	1550	1300	175	432	1568	1575	1950	1500	1083
Sales—Technical/Scientific Degree	1	11	2430	2128	*	*	*	17	55	2139	2141	*	*	*
Totals	1689	4332						5782	14995					

[1] Percentiles are computed on regional data.
* Not computed for fewer than 20 offers.

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates
Inexperienced
(One Year Or Less Of Full-Time, Non-Military Employment)

GRADUATE PROGRAM	INTERIM PERIOD 2/2/85 THROUGH 3/1/85							CUMULATIVE PERIOD 9/1/84 THROUGH 3/1/85						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	4	70	$2197	$2111	*	*	*	25	311	$1869	$2048	$2083	$1875	$1666
MBA (Non-Technical Undergraduate)	45	122	2346	2276	$2917	$2300	$1833	133	357	2249	2135	2750	2200	1833
MBA (Technical Undergraduate)	2	21	2942	2341	*	*	*	28	78	2526	2447	2916	2488	2041
MS-Business (incl. Mgmt., Mktg., Finance, etc.)	8	10	2604	2600	*	*	*	33	52	2250	2271	2916	2125	1916
Industrial Mgmt. (incl. Industrial Admin.)	4	4	2266	2266	*	*	*	14	16	2341	2314	*	*	*
Administration (incl. Public, Hospital, etc.)	2	3	2062	2357	*	*	*	6	17	2314	2280	*	*	*
HUMANITIES & SOCIAL SCIENCES														
Humanities	3	6	1728	1683	*	*	*	5	29	1603	1519	*	*	*
Social Sciences	12	13	2008	2015	*	*	*	24	50	1806	1713	2250	1750	1250
ENGINEERING														
Chemical	12	29	2589	2635	*	*	*	17	63	2526	2541	*	*	*
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	6	12	2540	2486	*	*	*	50	92	2369	2343	2775	2342	1860
Electrical (incl. Computer Engrg.)	46	111	2759	2746	2983	2766	2542	135	363	2703	2716	2900	2717	2500
Industrial	6	9	2615	2689	*	*	*	9	34	2586	2420	*	*	*
Mechanical	21	62	2675	2630	2792	2692	2500	65	181	2615	2569	2800	2650	2443
Nuclear (incl. Engrg. Physics)	+	3	+	2386				4	12	2712	2561	*	*	*
SCIENCES														
Chemistry	+	1	+	2333				+	10	+	1930			
Computer Science	14	35	2803	2637	*	*	*	57	152	2674	2493	3100	2650	2333
Geology & Related Geological Sciences	7	16	2694	2705	*	*	*	25	71	2493	2578	2800	2690	1835
Mathematics	3	5	2308	2282	*	*	*	4	12	2427	2443	*	*	*
Metallurgy (incl. Met. Engrg., Materials Engrg./ Science, & Ceramics)	+	1	+	2666				+	17	+	2568			
Totals	195	533						634	1917					

[1] Percentiles are computed on regional data.
* Not computed for fewer than 20 offers.
+ No offers reported.

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates—Experienced[1]

GRADUATE PROGRAM	INTERIM PERIOD 2/2/85 THROUGH 3/1/85							CUMULATIVE PERIOD 9/1/84 THROUGH 3/1/85						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[2]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[2]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
Over 1 to 2 years														
MBA - Non-Tech Undergraduate	13	28	$2668	$2498	*	*	*	33	65	$2537	$2424	$3333	$2500	$1800
MBA - Tech Undergraduate	1	4	3333	3042	*	*	*	6	12	2701	2667	*	*	*
Over 2 to 4 years														
MBA - Non-Tech Undergraduate	14	29	2937	2759	*	*	*	29	54	2771	2639	3583	2750	2083
MBA - Tech Undergraduate	4	8	3538	3092	*	*	*	6	11	3233	2968	*	*	*
Over 4 years														
MBA - Non-Tech Undergraduate	10	19	2953	2686	*	*	*	38	51	2667	2599	3917	2551	1833
MBA - Tech Undergraduate	3	6	2722	2837	*	*	*	8	16	2807	2727	*	*	*
Totals	45	94						120	209					

DOCTORAL DEGREE CANDIDATES

ENGINEERING														
Chemical	2	14	$3625	$3436	*	*	*	9	52	$3273	$3368	*	*	*
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	+	+	+	+				+	7	+	2471			
Electrical (incl. Computer Engrg.)	9	12	3363	3379	*	*	*	20	37	3376	3390	$3908	$3417	$2770
Mechanical	1	7	2633	3215	*	*	*	4	23	3027	3071	*	*	*
SCIENCES														
Chemistry	5	10	2986	3043	*	*	*	24	63	2932	2882	3266	3071	1667
Mathematics (incl. Oprs. Research, Statistics, & Actuarial Science)	1	2	2834	2709	*	*	*	5	8	2267	2583	*	*	*
Metallurgy (incl. Met. Engrg., Materials Engrg./ Science, & Ceramics)	+	3	+	3406				5	15	2768	3168	*	*	*
Physics	3	4	2417	2752	*	*	*	10	20	3001	3019	*	*	*
Totals	21	52						77	225					

[1] Years of previous full-time, non-military employment.
[2] Percentiles are computed on regional data.
* Not computed for fewer than 20 offers.
+ No offers reported.

1985 MCPA INTERIM REPORT NUMBER 1
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

MARCH 1985 MCPA REGIONAL INTERIM REPORT NUMBER 1

INTERIM PERIOD 02/02/85 THROUGH 03/01/85

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO, MECH-EQPT		BLDG MATERIAL	
ACCOUNTING	1673 1750 1625	310	1417	7	1364	6	1775	10	2183	1	1400	3
BUSINESS - GENERAL	1743	5	1502	9	1393 1666 1167	38	1709 2215 1333	25	1761	3	1540	3
MARKETING/DISTRIBUTN			1417	2	1449 1750 1250	26	1719	4	1900	1	1767	3
HUMANITIES			1749	5	1352	10	1833	1			910	1
ECONOMICS			2439	3								
OTHR SOCIAL SCIENCES			1686	3	1563	2	1621	2				

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BY CURRICULUM & EMPLOYER

MARCH 1985 MCPA REGIONAL INTERIM REPORT NUMBER 1

INTERIM PERIOD 02/02/85 THROUGH 03/01/85

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO. MECH-EQPT		BLDG MATERIAL	
AERONAUTICAL							2314 2448 2200	40				
CHEMICAL							2251	2	2788	1	2300	2
CIVIL -CNSTR/SAN/TRP											1938	12
ELECTRICAL -COMPTR					2166	1	2350 2513 2200	326	2434 2600 2300	20		
GEOLOGICAL												
INDUSTRIAL	2246	2					2204	18	2270	5	2210	1
MECHANICAL							2322 2448 2175	53	2401 2508 2167	60	1980	8
METALLURGICAL							2307	7	2390	4	2400	1
MINING												
NUCLEAR -ENGRG PHYS							2375	1				
PETROLEUM -NATL GAS												
ENGINEERING TECH							2227	2				

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MARCH 1985 MCPA REGIONAL INTERIM REPORT NUMBER 1

INTERIM PERIOD 02/02/85 THROUGH 03/01/85

CURRICULUM	ACCTG-PUBLIC	BANK-FINANCE	MERCHANDSNG	AERO-ELECTRNC	AUTO, MECH-EQPT	BLDG MATERIAL
AGRICULTURL SCIENCES						
BIOLOGICAL SCIENCES						
CHEMISTRY						
COMPUTER SCIENCE	1918 1	1720 6	1754 4	2148 54 2375 1925		
HEALTH (MED) PROFSNS						
MATHEMATICS		2024 4		1950 1		
OTHR PHYSCL/EARTH SCI				1583 1		

1985 MCPA INTERIM REPORT NUMBER 1
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

MARCH 1985 MCPA REGIONAL INTERIM REPORT NUMBER 1

INTERIM PERIOD 02/02/85 THROUGH 03/01/85

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
ACCOUNTING			1806	5	1661	5	2425	2			1836	15
BUSINESS - GENERAL	2032	4	1935	1	1732	10	1802	7	1700	1	2075	1
MARKETING/DISTRIBUTN	1416	1	1712	3	1950	3	1675	3				
HUMANITIES	1916	1			2063	2	1775	1				
ECONOMICS			2750	1	1800	1						
OTHR SOCIAL SCIENCES												

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AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

MARCH 1985 MCPA REGIONAL INTERIM REPORT NUMBER 1

INTERIM PERIOD 02/02/85 THROUGH 03/01/85

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
AERONAUTICAL												
CHEMICAL	2404 2490 2250	39			2333	2	2410 2470 2320	34	2113	4	2486 2550 2400	27
CIVIL -CNSTR/SAN/TRP	2210	2					2300	1			2413	2
ELECTRICAL -COMPTR	2376	17	2275 2450 2150	20			2395	5	2339	8	2257	10
GEOLOGICAL											2080	3
INDUSTRIAL	2276	9	2100	1	2213	4	2284	7	2255	2		
MECHANICAL	2379	18	2280	13	2372	3	2348	7	2294 2400 2185	20	2494	9
METALLURGICAL	2300	1	2340	1			2450	1	2356	4		
MINING												
NUCLEAR -ENGRG PHYS			2392	1								
PETROLEUM -NATL GAS											2508	3
ENGINEERING TECH	2125	3	2065	1			2200	1	2250	1		

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AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

MARCH 1985 MCPA REGIONAL INTERIM REPORT NUMBER 1
INTERIM PERIOD 02/02/85 THROUGH 03/01/85

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
AGRICULTURL SCIENCES												
BIOLOGICAL SCIENCES												
CHEMISTRY	1817	5			1917	1	2068	3				
COMPUTER SCIENCE	2198	11	1901	2	1417	1	2109	7	1925	4	2191	9
HEALTH (MED) PROFSNS							1550	1				
MATHEMATICS												
OTHR PHYSCL/EARTH SCI							1042	1			2462	2

1985 MCPA INTERIM REPORT NUMBER 1
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

MARCH 1985 MCPA REGIONAL INTERIM REPORT NUMBER 1

INTERIM PERIOD 02/02/85 THROUGH 03/01/85

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
ACCOUNTING			1750	1	1725	4	1485	1			1333	1
BUSINESS - GENERAL	1677	4			1725	3					1369	1
MARKETING/DISTRIBUTN	1500	1	1475	1	1950	1					1600	1
HUMANITIES							1759	2				
ECONOMICS	1998	12							1500	1		
OTHR SOCIAL SCIENCES	1900	3					1417	1	1855	2	1500	1

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BY CURRICULUM & EMPLOYER

MARCH 1985 MCPA REGIONAL INTERIM REPORT NUMBER 1

INTERIM PERIOD 02/02/85 THROUGH 03/01/85

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
AERONAUTICAL	2708	1					1645	7				
CHEMICAL	2600	1			2440	1						
CIVIL -CNSTR/SAN/TRP	1813	3			2295	2	1933	1	1833	1		
ELECTRICAL -COMPTR	2374	12	2330	3	2377	14	1936	17	1667	1	2450	2
GEOLOGICAL												
INDUSTRIAL	2232	6	2286	4	2100	1						
MECHANICAL	1667	2	2125	1	2313	8	1978	5				
METALLURGICAL												
MINING												
NUCLEAR -ENGRG PHYS					2167	1						
PETROLEUM -NATL GAS												
ENGINEERING TECH	1833	1										

1985 MCPA INTERIM REPORT NUMBER 1
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

MARCH 1985 MCPA REGIONAL INTERIM REPORT NUMBER 1

INTERIM PERIOD 02/02/85 THROUGH 03/01/85

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
AGRICULTURL SCIENCES							1250	1	1500	1	1250	1
BIOLOGICAL SCIENCES												
CHEMISTRY	1440	1							1514	1	1542	2
COMPUTER SCIENCE	2162	8			2178	9	1820	6			1667	1
HEALTH (MED) PROFSNS							1666	1			1800	2
MATHEMATICS							1851	1				
OTHR PHYSCL/EARTH SCI												

BY TECHNICAL/NON TECHNICAL CURRICULUM & EMPLOYER PART 1 INTERIM PERIOD 02/02/85 THROUGH 03/01/85

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES MARCH 1985 MCPA REGIONAL INTERIM REPORT NUMBER 1

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO, MECH-EQPT		BLDG MATERIAL	
MBA - NON-TECHNICAL	2190	14	2579	11	2584	2	2253	5	2125	2		
MBA - TECHNICAL			3583	1			2300	1				

BY TECHNICAL/NON TECHNICAL CURRICULUM & EMPLOYER PART 2 INTERIM PERIOD 02/02/85 THROUGH 03/01/85

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES MARCH 1985 MCPA REGIONAL INTERIM REPORT NUMBER 1

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
MBA - NON-TECHNICAL	2075	1	1795	2	2980	2	2250	1				
MBA - TECHNICAL												

BY TECHNICAL/NON TECHNICAL CURRICULUM & EMPLOYER PART 3 INTERIM PERIOD 02/02/85 THROUGH 03/01/85

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES MARCH 1985 MCPA REGIONAL INTERIM REPORT NUMBER 1

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
MBA - NON-TECHNICAL	2472	3			2279	2						
MBA - TECHNICAL												